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CALCOMP NEWSLETTER

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CALCOMP

CALCOMP COM SYSTEM SAVES PHILLIPS-VAN HEUSEN \$125,000 A YEAR

In 1973, Phillips-Van Heusen, the apparel company, undertook a detailed study of the advantages inherent in a computer output microfilm (COM) system. The study was prompted by the firm's rising paper costs and a high volume of computer printing.

Phillips-Van Heusen found that the advantages of a COM system were considerable. They included a projected initial cost saving of \$76,000 a year, based on reduced usage of stock and custom forms, plus reduced postage charges — 270 pages of computer printout fit on a single 4" x 6" microfiche. Finally, such a system would save Phillips-Van Heusen considerable printer time, since a COM printer can produce 200 pages of output per minute.

"When the decision was made to procure an on-line system," according to Donald Kiefer, general systems manager, "we selected a California Computer Products 2131 COM system because of its speed, versatility, ease of use, and, most importantly, cost."

The CalComp equipment is installed at the company's Administration Center in New Jersey, which handles central computer operations for Phillips-Van Heusen's nationwide group of manufacturing and retail divisions.

The system operates online to the company's IBM 370/145 under DOS. Phillips-Van Heusen currently has about 25 COM applications. These include billings and invoicing for manufacturers and retailers, general ledger, credit histories, and inventory reporting for retailers.

The CalComp system, according to Kiefer, has eliminated the equivalent of two million sheets of paper output monthly. Other benefits for Phillips-Van Heusen have resulted from conversion of the firm's huge file of accounts receivable invoice copies — 50,000 a month — to microfiche.

For example, Kiefer says that storage space has been drastically reduced, tedious sorting and infiling have been eliminated, access time to specific invoices

has been reduced, and the number of missing or misfiled invoices has fallen, in effect, to zero.

"When hard copy of an invoice is required," he says, "we can produce it easily and quickly with our fiche reader-printer."

According to W. C. Zambrovitz, corporate vice president, the CalComp COM system has more than lived up to expectations. "We have exceeded our initial projection of savings by a wide margin," he says.

"Documented savings are presently over \$125,000 annually, and we expect this to increase as additional applications are converted to microfiche."



The CalComp 2131 on-line COM printer operates at speed up to 18,000 lines per minute.

CALCOMP 1035 DISK SYSTEM BOOSTS THROUGHPUT AT OWENS-ILLINOIS

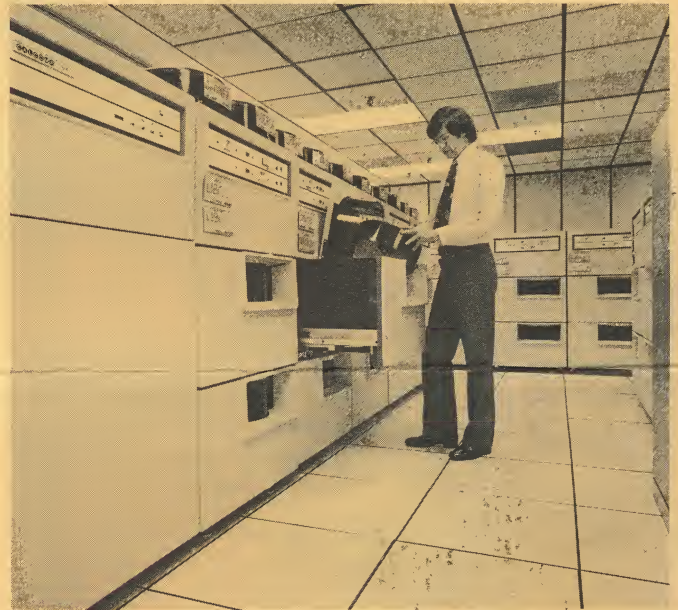
Owens-Illinois, the \$2.3-billion-a-year manufacturer of glass, plastic, paper, and metal packaging, has increased throughput capacity by 40% because of a CalComp 1035/235 Disk Storage Facility.

According to Donald R. Ice, Operations Manager at the Data Processing Center of Owens-Illinois in Toledo, this substantial increase in throughput capacity for the company's two IBM 370/155 computers is attributable to the unique dual access feature of the CalComp disk system.

This optional feature allows two controllers to access any two disk spindles through two totally different paths. Dual access thus improves throughput by efficiently balancing the work load between channels and reducing what would otherwise be wasted computer wait time.

"Before procurement of the CalComp system (which consists of four 1035 controllers and 22 spindles of 100 megabyte storage), our data load on one channel might be 80%, but on another channel, only 25%," Ice said. "With the CalComp system and dual access, load on both channels is equalized to about 30% each, decreasing CPU wait time by about 10%."

Another advantage noted for the CalComp 1035 is its fail-safe capability. In the event of one controller's failure, a second controller is automatically energized to support all drives.



The CalComp 1035 Disk Storage Facility.

DOW CHEMICAL, FLUOR ENGINEERS USE CALCOMP VERTICAL PLOTTER

The CalComp 960 vertical plotter has enjoyed wide customer acceptance since its introduction to the market in 1975. The plotter's effectiveness in a variety of design operations is demonstrated by its applications in two Houston, Texas, firms — Fluor Engineers and Constructors, Inc., and Dow Chemical's Engineering and Construction Services.

At Dow Chemical's Engineering and Construction Services, 960 applications include isometric pipe drawings, pressure vessel design and drawings, heat exchanger tube sheet layout, underground electrical cable design and layout, and equipment location.

In addition, Dow personnel use the plotter to generate manpower work load projection graphs and for equipment scheduling.

The 960 at Fluor is used to produce check prints and final prints of engineering drawings. These drawings, according to Ken Thatcher of the company's Technical Services department, currently consist of schematics of petroleum process plant flow, electrical schematics, and scaled aerial views of plant layout.

"The 960 has been a blessing to our operation," according to Thatcher. "We are planning to expand the 960 into all phases of our work that require graphic representation."



The CalComp 960 vertical plotter accommodates standard drafting material and preprinted forms.

CALCOMP TAPE LIBRARY BOUGHT BY DIVISION OF FORD

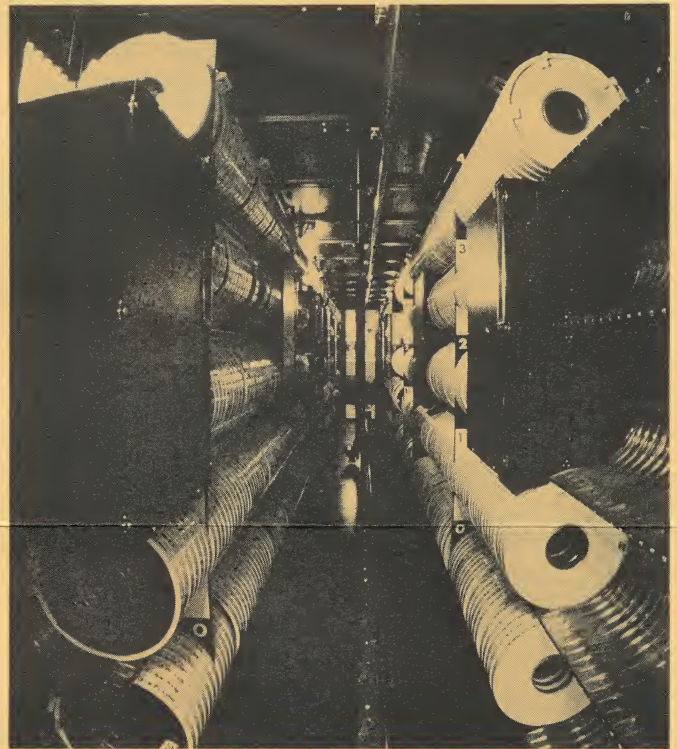
The Metal Stamping Division of the Ford Motor Company has purchased a CalComp Automated Tape Library. Ford is the third automotive firm to obtain a CalComp ATL in the last year, other customers being Chrysler and Mercedes Benz of North America.

The system at Ford Metal Stamping, which is scheduled for installation in December 1976, will contain over 2,000 reels of magnetic tape for automatic retrieval, staging, and refiling after job completion.

The stored tape reels include data on production, shipment scheduling, inventory, and other aspects of the division's operation.

The six tape drives used in conjunction with the ATL are also CalComp products, as are the two double-density disk storage systems installed at Ford Metal Stamping in August of this year.

To date, CalComp has installed Automated Tape Library systems at more than twenty domestic and international customer sites. ATL customers include firms in the petroleum, banking, communications, and insurance industries, plus government agencies and utilities.



An interior view of a CalComp Automated Tape Library (ATL).

CALCOMP ORGANIZES INTO TWO MAIN PRODUCT LINE DIVISIONS

CalComp has realigned major product elements into two main product line divisions and established a new Interactive Graphics organization.

George M. Canova, CalComp president, said a Graphics Products Division and a Memory Products Division have been created in order to lend sharpened focus and direction to company efforts and resources in both those key market areas.

"The separate organizations will provide better visibility of the unique characteristics of the two markets — in terms of both requirements and opportunities — and better enable us to exercise control and management of our growing activities in these two important areas," Canova said.

Each division will have its own engineering, manufacturing, quality assurance and product marketing responsibility, he noted, with centralized operations already in place providing sales, field engineering and financial/administrative support.

Graphics Products has the responsibility for all traditional graphics equipment, such as plotters, plotter controllers and computer output microfilm (COM) systems. Memory Products is responsible for CalComp disk and tape drives and controllers, the Automated Tape Library and other related products.

The new Interactive Graphics organization is responsible for development of the Interactive Graphics System (IGS), which will be announced and marketed in the fourth quarter of fiscal 1977.

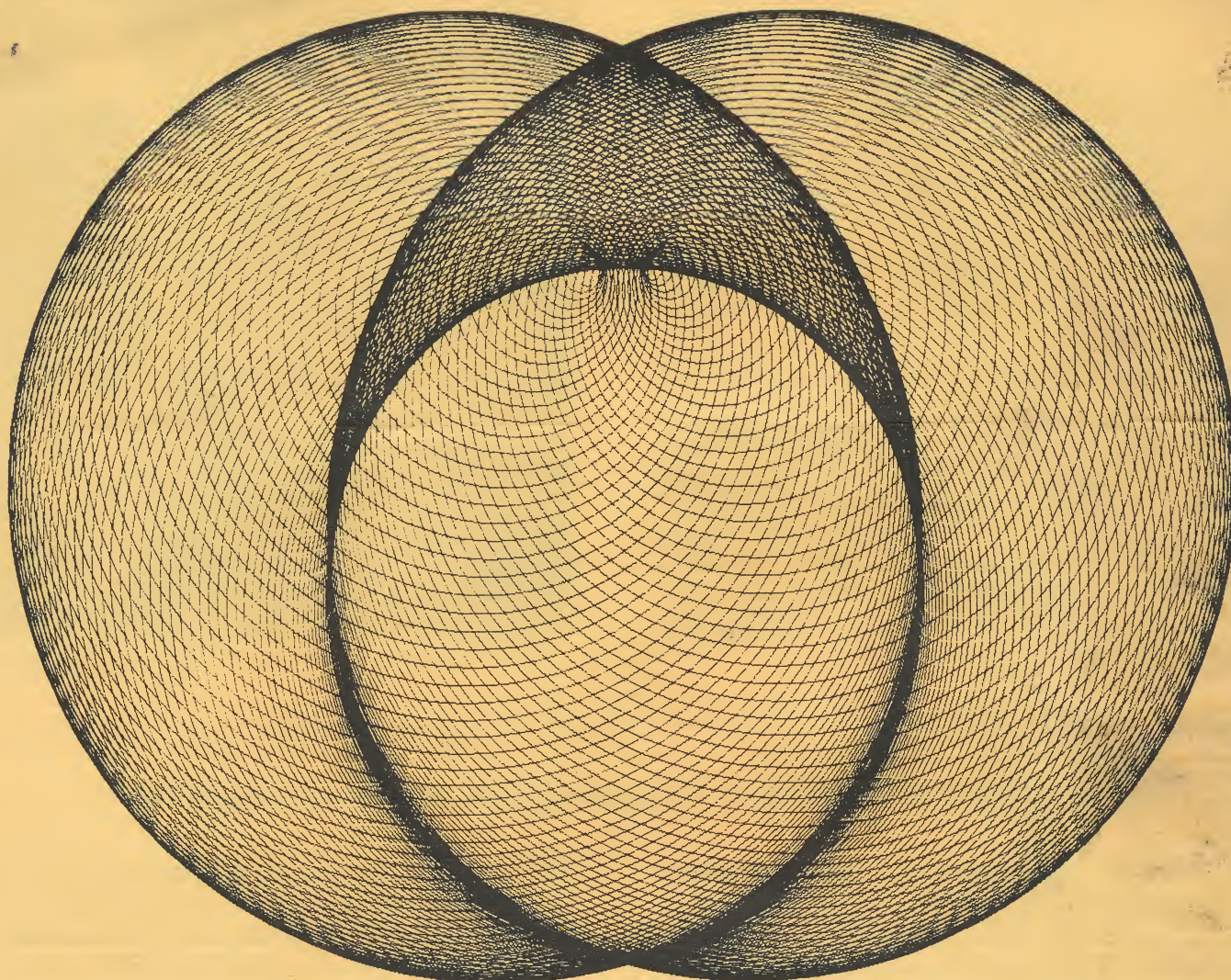
As part of the realignment, CalComp has established a new Small Disk Operations (SDO) group.

SDO, which has its own P & L responsibility, has assumed as its initial product line the company's floppy disk drive and formatter products. The organization has its own production, engineering, quality assurance, and product marketing operations.

The operation is staffed with personnel transferred from the company's existing line organizations. Certain functions such as sales, service and purchasing, will continue to be performed by centralized groups within the company under the direction of SDO.

"The new organization was formed," according to Canova, "in order to take better advantage of the growing market for our small disk products. The new, cohesive unit should give us added flexibility to meet the market's changing requirements and to control the impact of these requirements on our product development and production operations."

Gallery of Fine Art



This untitled contribution was created on a CalComp drum plotter by a computer graphics student at California State University, Chico. It was submitted by Dr. James G. Babcock, Professor, Center for Information and Communication Studies. Dr. Babcock teaches the computer graphics course at Cal State Chico.

DATAPREP LTD. SHOWS 960 PLOTTER AT COMPUTER SHOW IN SINGAPORE

Dataprep Ltd., CalComp's distributor in Southeast Asia, recently exhibited the CalComp 960 vertical plotter at the U.S. Computers for Business and Industry show in Singapore.

Holon Wong of Dataprep Ltd. Singapore said that more than 20 American manufacturers of computers and related products participated in the show, which was held at the U.S. Trade Center. The purpose of the exhibit was to showcase the most advanced computer products for the growing data processing market in Singapore.

Attendance at the four-day show was estimated at 6,000.



Chuck Vaughn, (left), technical coordinator for CalComp's International Marketing department, shows the CalComp 960 vertical plotter to the American ambassador to Singapore, John H. Holdridge, at the U.S. Computers for Business and Industry show. Attendance was estimated at 6,000.